



CONNECT Supply Chain

Leaders in precision manufacturing for the aerospace and defense industries.

- Precision Machining (metallic & non-metallic)
- Precision Sheet Metal Fabrication
- Metal Finishing
- Assembly
- Hydraulic and Fuel System Assembly
- Kitting for Aircraft Assembly Lines
- Wiring/Electro Mechanical
- Plastic Injection Molding
- Refurbishment of Manufacturing and Finish Tools and Supplies

Melinda Jenks

Chief Operating Officer

CONNECT Supply Chain

425-736-5776 (cell)

206-436-2136 (office)

melindajenks@connectsupplychain.com

2501 S. Plum Street

Seattle, WA 98114-4711

NORTHROP GRUMMAN

Entrance into the Primes -

What does it take?



LOCKHEED MARTIN



**GENERAL
DYNAMICS**

CONNECT's History

- Grouped 14 NPA's and their capabilities and went to market in the defense industry. Initially, focusing on Aerospace manufacturing.
- Gained one Prime defense approval across 7 aerospace manufacturing facilities.
- Another Prime defense approval in process.
- Working on 3rd Prime defense approval.
- Receiving quoting opportunities on major defense programs weekly. Receiving opportunities in the multi-millions monthly.

So, What does it take?

- Understand the Prime's business and their critical needs.
- Understand how your NPA's capabilities can meet the Prime's critical needs.
- Educate yourself on the process to becoming a Supplier.
- Ensure your NPA has the infrastructure in place to become a Supplier to a Prime.
- Create a sales/marketing strategy that showcases those capabilities.
- Work your contacts and be tenacious.

Understand the Prime's business and their critical needs

- Research all business lines on their website.
- Understand which business line your NPA could impact.
- Understand the Prime's business objectives within that business line.
- Network with existing customer base to better understand that business line and the key business objectives/critical needs within that business line.

***Do your homework –
You will be more successful and appear more competent***

Understand how your company's capabilities can meet the Prime's critical needs

How can your NPA.....

- impact their bottom line?
- help them meet their business objectives?
- impact their service level to their customer by decreasing cost, and/or improving performance, quality?
- solve the challenges that are keeping them awake at night.

How will your NPA make an impact to the Prime's organization?

Educate yourself on the process to becoming a Supplier

Visit the Prime's website and understand the:

- process for becoming a supplier.
- certifications/approvals required.
- level of commitment.
- Timeline.

Becoming a supplier to a Prime takes commitment

Ensure your NPA has the infrastructure in place to become a Supplier to a Prime

- Contract individuals at your NPA that can handle understanding the Federal requirements and paperwork required.
- Estimators that can turn estimates in appropriate timeframes.
- Contract individuals that can handle/understand/implement contract upon award.
- Manufacturing/Services Staff that can execute once contract is awarded.

Create a sales/marketing strategy that showcases those capabilities

- Develop a tight message that clearly and concisely communicates what you do best and how that aligns with the Prime's critical needs.
- Clearly define why a Prime should choose you over the competition.
- Create professional materials that communicate your message.
- Send a consistent message and communicate exactly what you are looking for – supplier approval, bid opportunities, contacts, etc.

Becoming a new supplier costs Primes money – make it clear why they should invest in you

Work your contacts and be tenacious

- Work with the Prime's existing customer base to understand key contacts within the Prime's organization.
- Work with the Prime to identify key contacts within their organization that can assist your NPA.
- Schedule meetings with Prime contacts and communicate your capabilities, how they align with their critical business needs, and why they should invest in you.
- Ensure you do what you say every time.
- Be Tenacious - Don't give up! Keep working on closing the existing gaps.